

	2013			2014			2015			2016			2017			2018		
All 7(A)	\$	412,832,100		\$	-		\$	506,162,500		\$	510,418,800		\$	588,492,800		\$	700,908,900	
Ethnicity																		
All Minority	\$	117,518,400	28%	\$	-	-	\$	146,276,900	29%	\$	157,036,300	31%	\$	202,247,200	34%	\$	207,691,700	30%
AMERICAN INDIAN	\$	527,600	0%	\$	-	-	\$	4,446,200	1%	\$	873,500	0%	\$	913,900	0%	\$	2,372,500	0%
ASIAN OR PACIFI	\$	86,843,100	21%	\$	-	-	\$	92,702,500	18%	\$	122,214,300	24%	\$	142,757,400	24%	\$	141,128,700	20%
BLACK	\$	8,061,200	2%	\$	-	-	\$	10,164,800	2%	\$	11,532,400	2%	\$	13,566,600	2%	\$	19,367,000	3%
HISPANIC	\$	22,086,500	5%	\$	-	-	\$	38,963,400	8%	\$	22,416,100	4%	\$	45,009,300	8%	\$	44,823,500	6%
MULTI-GROUP	\$	-	0%	\$	-	-	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	43,392,700	11%	\$	-	-	\$	80,920,900	16%	\$	67,358,900	13%	\$	87,774,200	15%	\$	119,593,400	17%
WHITE	\$	251,921,000	61%	\$	-	-	\$	278,964,700	55%	\$	286,023,600	56%	\$	298,471,400	51%	\$	373,623,800	53%
Gender																		
Not Reported	\$	-	0%	\$	-	-	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	59,594,000	14%	\$	-	-	\$	83,743,800	17%	\$	67,550,100	13%	\$	90,470,700	15%	\$	93,189,100	13%
Female Owned more than 50%	\$	57,796,400	14%	\$	-	-	\$	50,099,800	10%	\$	69,388,400	14%	\$	89,628,600	15%	\$	120,040,800	17%
Male Owned	\$	295,441,700	72%	\$	-	-	\$	372,318,900	74%	\$	373,480,300	73%	\$	408,393,500	69%	\$	487,679,000	70%
Veteran	\$	20,618,300	5%	\$	-	-	\$	18,193,600	4%	\$	15,796,600	3%	\$	23,545,500	4%	\$	18,776,200	3%
EXISTING BUSINESS	\$	309,670,700	75%	\$	-	-	\$	336,431,800	66%	\$	317,962,800	62%	\$	371,481,600	63%	\$	422,660,100	60%
NEW BUSINESS	\$	102,861,400	25%	\$	-	-	\$	166,348,400	33%	\$	192,106,000	38%	\$	212,924,600	36%	\$	276,755,500	39%
Rural	\$	77,785,500	19%	\$	-	-	\$	84,997,000	17%	\$	85,670,000	17%	\$	108,178,500	18%	\$	90,166,100	13%
Urban	\$	335,046,600	81%	\$	-	-	\$	421,165,500	83%	\$	424,748,800	83%	\$	480,314,300	82%	\$	610,742,800	87%
Export	\$	22,588,500	5%	\$	-	-	\$	34,602,900	7%	\$	36,019,900	7%	\$	44,247,100	8%	\$	28,174,600	4%
CAPLine	\$	14,750,000	4%	\$	-	-	\$	17,601,000	3%	\$	3,710,000	1%	\$	4,645,000	1%	\$	6,146,000	1%
PLP	\$	188,498,400	46%	\$	-	-	\$	286,526,500	57%	\$	283,313,300	56%	\$	345,198,600	59%	\$	486,078,900	69%
Express	\$	52,036,700	13%	\$	-	-	\$	59,696,900	12%	\$	56,722,500	11%	\$	59,265,600	10%	\$	74,169,400	11%
\$150K and Under	\$	46,420,200	11%	\$	-	-	\$	62,577,900	12%	\$	59,616,400	12%	\$	60,658,400	10%	\$	73,833,900	11%
>\$150K - \$350K	\$	66,359,100	16%	\$	-	-	\$	59,968,000	12%	\$	66,391,300	13%	\$	63,973,300	11%	\$	89,216,400	13%
>\$350K - \$2M	\$	211,901,600	51%	\$	-	-	\$	221,958,500	44%	\$	235,808,900	46%	\$	280,068,700	48%	\$	304,234,500	43%
>\$2M	\$	88,151,200	21%	\$	-	-	\$	161,658,100	32%	\$	148,602,200	29%	\$	183,792,400	31%	\$	233,624,100	33%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	1,394		-		1,538		1,696		1,680		2,045	
Ethnicity												
All Minority	318	23%	-	-	357	23%	493	29%	473	28%	538	26%
AMERICAN INDIAN	7	1%	-	-	13	1%	8	0%	9	1%	15	1%
ASIAN OR PACIFI	163	12%	-	-	181	12%	236	14%	230	14%	274	13%
BLACK	34	2%	-	-	44	3%	90	5%	72	4%	84	4%
HISPANIC	114	8%	-	-	119	8%	159	9%	162	10%	165	8%
MULTI-GROUP	-	0%	-	-	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	144	10%	-	-	217	14%	185	11%	214	13%	295	14%
WHITE	932	67%	-	-	964	63%	1,018	60%	993	59%	1,212	59%
Gender												
Not Reported	-	0%	-	-	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	209	15%	-	-	231	15%	214	13%	213	13%	258	13%
Female Owned more than 50%	252	18%	-	-	258	17%	338	20%	309	18%	390	19%
Male Owned	933	67%	-	-	1,049	68%	1,144	67%	1,158	69%	1,397	68%
Veteran	71	5%	-	-	66	4%	52	3%	87	5%	88	4%
EXISTING BUSINESS	968	69%	-	-	1,073	70%	1,029	61%	1,016	60%	1,286	63%
NEW BUSINESS	425	30%	-	-	458	30%	666	39%	657	39%	756	37%
Rural	177	13%	-	-	281	18%	295	17%	240	14%	294	14%
Urban	1,217	87%	-	-	1,257	82%	1,401	83%	1,440	86%	1,751	86%
Export	30	2%	-	-	45	3%	38	2%	35	2%	23	1%
CAPLine	19	1%	-	-	20	1%	8	0%	10	1%	9	0%
PLP	321	23%	-	-	319	21%	362	21%	395	24%	760	37%
Express	710	51%	-	-	843	55%	977	58%	933	56%	1,098	54%
\$150K and Under	832	60%	-	-	985	64%	1,131	67%	1,055	63%	1,277	62%
>\$150K - \$350K	261	19%	-	-	236	15%	252	15%	241	14%	340	17%
>\$350K - \$2M	272	20%	-	-	263	17%	265	16%	326	19%	353	17%
>\$2M	29	2%	-	-	54	4%	48	3%	58	3%	75	4%

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	2013			2014			2015			2016			2017			2018		
All 504	\$	194,307,000		\$	-		\$	139,476,000		\$	144,149,000		\$	156,223,000		\$	181,298,000	
Ethnicity																		
All Minority	\$	39,119,000	20%	\$	-	-	\$	33,528,000	24%	\$	46,708,000	32%	\$	57,600,000	37%	\$	54,548,000	30%
AMERICAN INDIAN	\$	-	0%	\$	-	-	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
ASIAN OR PACIFI	\$	23,181,000	12%	\$	-	-	\$	22,843,000	16%	\$	28,267,000	20%	\$	40,752,000	26%	\$	42,190,000	23%
BLACK	\$	5,929,000	3%	\$	-	-	\$	389,000	0%	\$	6,368,000	4%	\$	5,126,000	3%	\$	704,000	0%
HISPANIC	\$	10,009,000	5%	\$	-	-	\$	10,296,000	7%	\$	12,073,000	8%	\$	11,722,000	8%	\$	11,654,000	6%
MULTI-GROUP	\$	-	0%	\$	-	-	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	24,327,000	13%	\$	-	-	\$	15,892,000	11%	\$	10,272,000	7%	\$	20,551,000	13%	\$	14,306,000	8%
WHITE	\$	130,861,000	67%	\$	-	-	\$	90,056,000	65%	\$	87,169,000	60%	\$	78,072,000	50%	\$	112,444,000	62%
Gender																		
Not Reported	\$	-	0%	\$	-	-	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	-	0%	\$	-	-	\$	-	0%	\$	2,419,000	2%	\$	6,978,000	4%	\$	38,755,000	21%
Female Owned more than 50%	\$	20,560,000	11%	\$	-	-	\$	13,037,000	9%	\$	16,100,000	11%	\$	20,614,000	13%	\$	13,793,000	8%
Male Owned	\$	173,747,000	89%	\$	-	-	\$	126,439,000	91%	\$	125,630,000	87%	\$	128,631,000	82%	\$	128,750,000	71%
Veteran	\$	5,455,000	3%	\$	-	-	\$	2,662,000	2%	\$	2,762,000	2%	\$	2,721,000	2%	\$	1,415,000	1%
EXISTING BUSINESS	\$	167,113,000	86%	\$	-	-	\$	106,737,000	77%	\$	107,820,000	75%	\$	139,611,000	89%	\$	129,988,000	72%
NEW BUSINESS	\$	27,194,000	14%	\$	-	-	\$	32,739,000	23%	\$	36,329,000	25%	\$	16,612,000	11%	\$	48,243,000	27%
Rural	\$	40,209,000	21%	\$	-	-	\$	32,937,000	24%	\$	30,426,000	21%	\$	31,876,000	20%	\$	42,424,000	23%
Urban	\$	154,098,000	79%	\$	-	-	\$	106,539,000	76%	\$	113,723,000	79%	\$	124,347,000	80%	\$	138,874,000	77%
Export	\$	17,442,000	9%	\$	-	-	\$	4,984,000	4%	\$	4,566,000	3%	\$	3,740,000	2%	\$	2,304,000	1%
\$150K and Under	\$	3,466,000	2%	\$	-	-	\$	1,828,000	1%	\$	1,971,000	1%	\$	2,065,000	1%	\$	2,102,000	1%
>\$150K - \$350K	\$	20,983,000	11%	\$	-	-	\$	15,851,000	11%	\$	10,635,000	7%	\$	11,048,000	7%	\$	16,830,000	9%
>\$350K - \$2M	\$	96,881,000	50%	\$	-	-	\$	80,092,000	57%	\$	71,834,000	50%	\$	102,499,000	66%	\$	89,449,000	49%
>\$2M	\$	72,977,000	38%	\$	-	-	\$	41,705,000	30%	\$	59,709,000	41%	\$	40,611,000	26%	\$	72,917,000	40%

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	2013		2014		2015		2016		2017		2018	
All 504	273		-		197		168		188		207	
Ethnicity												
All Minority	50	18%	-	-	48	24%	37	22%	51	27%	52	25%
AMERICAN INDIAN	-	0%	-	-	-	0%	-	0%	-	0%	-	0%
ASIAN OR PACIFI	24	9%	-	-	28	14%	19	11%	29	15%	33	16%
BLACK	12	4%	-	-	2	1%	6	4%	3	2%	2	1%
HISPANIC	14	5%	-	-	18	9%	12	7%	19	10%	17	8%
MULTI-GROUP	-	0%	-	-	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	22	8%	-	-	11	6%	10	6%	21	11%	22	11%
WHITE	201	74%	-	-	138	70%	121	72%	116	62%	133	64%
Gender												
Not Reported	-	0%	-	-	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	-	0%	-	-	-	0%	3	2%	11	6%	54	26%
Female Owned more than 50%	36	13%	-	-	31	16%	26	15%	30	16%	20	10%
Male Owned	237	87%	-	-	166	84%	139	83%	147	78%	133	64%
Veteran	13	5%	-	-	4	2%	6	4%	4	2%	6	3%
EXISTING BUSINESS	246	90%	-	-	160	81%	141	84%	166	88%	162	78%
NEW BUSINESS	27	10%	-	-	37	19%	27	16%	22	12%	44	21%
Rural	70	26%	-	-	41	21%	44	26%	46	24%	66	32%
Urban	203	74%	-	-	156	79%	124	74%	142	76%	141	68%
Export	13	5%	-	-	4	2%	8	5%	3	2%	2	1%
\$150K and Under	33	12%	-	-	16	8%	17	10%	16	9%	17	8%
>\$150K - \$350K	87	32%	-	-	65	33%	42	25%	44	23%	65	31%
>\$350K - \$2M	131	48%	-	-	103	52%	90	54%	115	61%	103	50%
>\$2M	22	8%	-	-	13	7%	19	11%	13	7%	22	11%

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